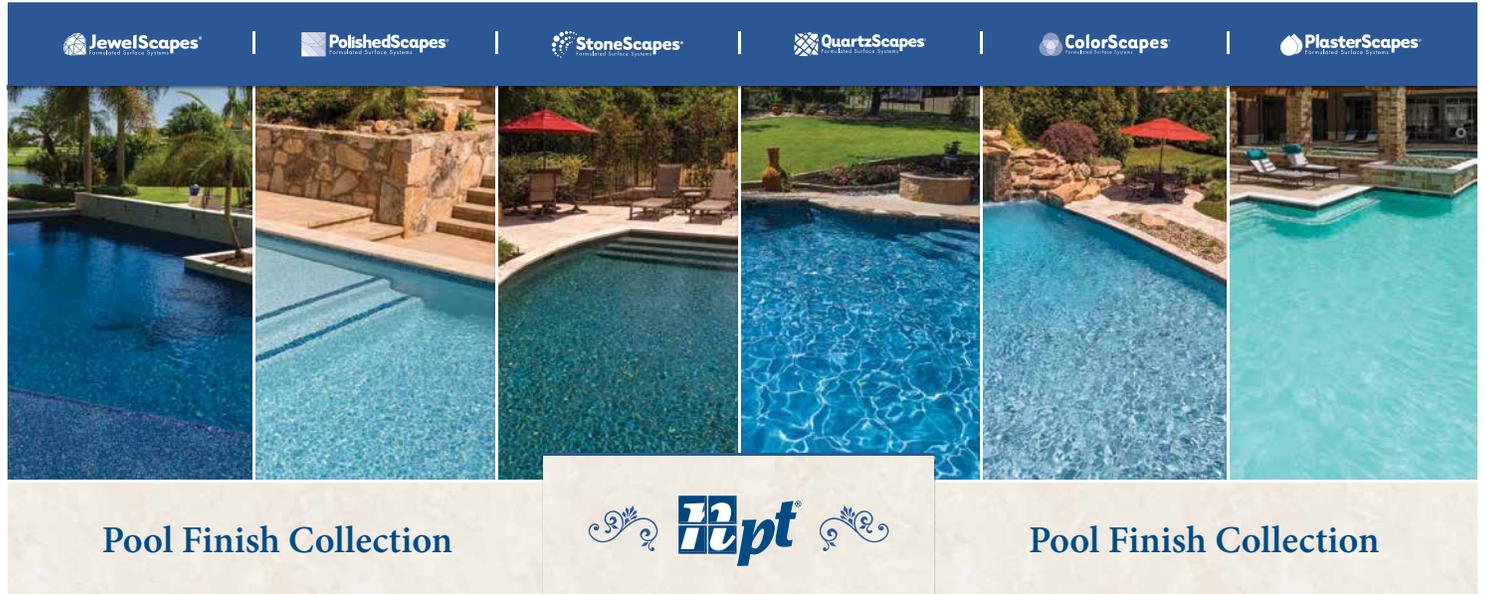


Introducing PolishedScapes™

By **Rob Blake**, POOLCORP Product Manager, Pool Finish



PolishedScapes®

PolishedScapes, a polished pool finish, was officially launched on Monday September 18th, 2017 in Orlando, FL – making it the newest member of the NPT® pool finish program.

Here are some notes about Polished pool finishes:

- Polished pool finishes can be acid washed and polished multiple times throughout their life.
- Polished pool finishes look better after multiple exposures and polishes.
- Polished pool finishes have an expanded service life due to the fact that they can be polished repeatedly.
- Polished pool finishes elevate the quality of the applicator's work by allowing them to polish out any imperfections caused during the application. This can take a "C-grade" application up to an "A-grade".
- Polished pool finishes are very smooth to the touch making them ideal for play pools, spas, and kiddie pools.
- Polishing a pool is one of the easiest, yet most benign fixes that you can do to a pool.



Pool Finish Primer

There are five types of interior pool finishes recognized by the National Plasterers Council (NPC):

More expensive

- 1. Glass Bead**
- 2. Polished**
- 3. Pebble**
 - a. Regular or 6:10
 - b. Mini or 8:16
 - c. Micro or 12:20
- 4. Quartz**
 - a. Natural Quartz
 - b. Colored Quartz

Less expensive

- 5. Plaster or Marcite***

(*Baseline by which all other pool finishes are compared to in both quality and price)

All of these finishes, with the exception of the least expensive type (plaster) are designed to be installed as an *exposed aggregate finish*. Visually, this means that the aggregates dominate the appearance and create the aesthetic, not the Portland cement like in a Plaster finish.

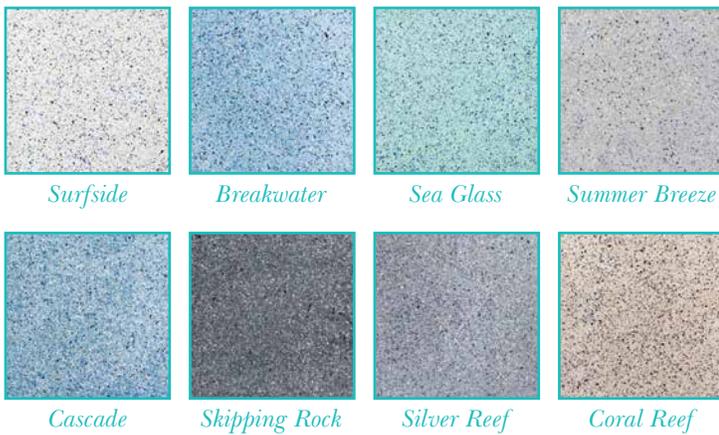
Simply stated, pool finishes are categorized by the type of aggregate that they are made from. This makes sense when you consider that all pool finishes are comprised of cement and aggregate. NPT has also followed this logic when naming our pool finish brands. To make them easier to remember, each brand name indicates what type of aggregate the product is made of.

Introducing PolishedScapes™

www.nptpool.com		Know	NPT Pool Finish
1		JewelScapes	→ Glass Bead
2		PolishedScapes	→ Polished
3		StoneScapes	→ Pebble
4		QuartzScapes	→ Natural Quartz
		ColorScapes	→ Colored Quartz
5		PlasterScapes	→ High Quality Pigments for plaster finishes
		AZTECA	→ Pozzolanic Rheology Modifier

With the launch of PolishedScapes, we now have high quality products to represent each of the five types of pool finishes officially recognized by the swimming pool industry. This is important for many reasons including:

- No gaps in our program; we have the complete package.
- We can better control our own destiny by focusing on our NPT brands.
- We continue to evolve and expand with better products under our NPT brand.
- We have proven to ourselves that we sell/excel our brands (NPT).
- It's one step closer to our goal of global domination, Watch out Marvin the Martian, next stop Mars!

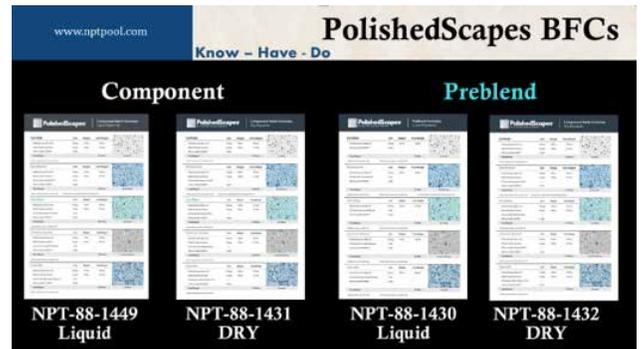


PolishedScapes Product Knowledge

PolishedScapes is white with colored marble chips. The size of these aggregates is very similar to 8:16 or Mini Pebble which is a new size for a polished finish. PolishedScapes features 25% colored chip glass which means that it contains more than twice as much glass as any other polished finish on the market today. Why (you may ask) does PolishedScapes contain 25% colored chip glass? Because the colored glass adds dramatic colored highlights and enhances the water color much like a StoneScapes Touch of Glass finish. In fact, SS TOG was the inspiration for the PolishedScapes formula. SS TOG (specifically SS Puerto Rico Blend) continue to be very popular with consumers looking for a bit of WOW factor in their pool finish options.

One of most unique aspects of PolishedScapes is the triple-sided mirrored glass which creates dynamic highlights in the pool and makes the water come alive. The mirrored glass is highly reflective and easy to see when the sun hits it. The response to the look of PolishedScapes has been overwhelmingly positive so far and that can be attributed to the combination of both the mirrored and colored glass chip. We are working to add the triple-sided mirrored glass as a standalone additive (like abalone shell) for people who want a truly brilliant pool finish. Compared to abalone/pau shell, mirrored glass is very stable and will not break down over time.

PolishedScapes formulas specify liquid Azteca which will densify the finish, make it more impervious to degradation by chemical abuse, and locks in the glass chip. You **MUST use Azteca with PolishedScapes**. The 2018 Pool Finish catalog features 8 PolishedScapes pool finish colors. These colors utilize existing NPT pigments, so you won't need to bring in any new pigments to sell PolishedScapes. When developing PolishedScapes, we wanted to appeal to as many applicators as possible, so we offer it in both a **Component** and a **Preblend** formulation. It is interesting to note that you use the same pigment dosage for the either system. Batch Formula Cards are available for both delivery systems now. You can find the list of marketing and technical support tools at the end of this article or go to *The Shire* and look for the PolishedScapes folder.



Exposure Techniques

PolishedScapes is an exposed aggregate pool finish that is exposed like a quartz finish, acid washed, then polished using power tools and diamond abrasives. Are you looking for a clear, concise document that outlines everything the builder/remodeler or applicator needs to know to successfully install, expose, and polish this finish? Look no further than the **PolishedScapes Product Specification Sheet** now available on "The Shire". This document also includes light reflectance values and DCOF test results which architects and specifiers need for commercial project submissions.

PolishedScapes		Product Specification Sheet																																																																																	
Description		PolishedScapes™ is formulated with high quality aggregates naturally occurring in nature, specialty glass aggregates, high quality non-oxide pigments, pozzolanic rheology cement modifiers and white Portland cement to create a pool finish that is extremely hard to see and touch. PolishedScapes is unique in the fact that it can be polished a number of times throughout its service life to bring back its lustrous and flat PolishedScapes finish for both commercial and residential installations due to its strength, ongoing research to create better products, and overall aesthetic appeal. PolishedScapes includes Azteca cement modifier to achieve the highest compressive strength as well as a novel technique based with its substrate as well as higher resistance to degradation by chemical substances or abuse.																																																																																	
Benefits		Strength, Durability, Longevity, Rich Resiliency, Ease of Maintenance, Wide Range Color Palette, Custom Colors Available, Polished, POOLCOP® Supported, 10 Year Standard Warranty																																																																																	
Color Lightness Analysis Test		<table border="1"> <thead> <tr> <th rowspan="2">NPT Brand</th> <th rowspan="2">NPT Color</th> <th colspan="3">Dry</th> <th colspan="3">Wet</th> </tr> <tr> <th>CR Value</th> <th>Moist Value</th> <th>CR Value</th> <th>Moist Value</th> </tr> </thead> <tbody> <tr> <td>PolishedScapes</td> <td>Surfside</td> <td>85.1</td> <td>81.1</td> <td>81.1</td> <td>81.1</td> <td>79.8</td> <td>81.1</td> </tr> <tr> <td>PolishedScapes</td> <td>Breakwater</td> <td>75.1</td> <td>84.1</td> <td>81.1</td> <td>73.8</td> <td>86.8</td> <td>81.1</td> </tr> <tr> <td>PolishedScapes</td> <td>Sea Glass</td> <td>77.1</td> <td>81.1</td> <td>81.1</td> <td>74.8</td> <td>82.1</td> <td>81.1</td> </tr> <tr> <td>PolishedScapes</td> <td>Summer Breeze</td> <td>75.1</td> <td>84.1</td> <td>81.1</td> <td>72.7</td> <td>84.1</td> <td>81.1</td> </tr> <tr> <td>PolishedScapes</td> <td>Cascade</td> <td>66.1</td> <td>84.1</td> <td>81.1</td> <td>65.1</td> <td>87.1</td> <td>81.1</td> </tr> <tr> <td>PolishedScapes</td> <td>Skipping Rock</td> <td>55.1</td> <td>84.1</td> <td>81.1</td> <td>54.1</td> <td>86.1</td> <td>81.1</td> </tr> <tr> <td>PolishedScapes</td> <td>Silver Reef</td> <td>62.1</td> <td>81.1</td> <td>81.1</td> <td>61.1</td> <td>87.1</td> <td>81.1</td> </tr> <tr> <td>PolishedScapes</td> <td>Coral Reef</td> <td>75.1</td> <td>81.1</td> <td>81.1</td> <td>73.1</td> <td>87.1</td> <td>81.1</td> </tr> </tbody> </table>						NPT Brand	NPT Color	Dry			Wet			CR Value	Moist Value	CR Value	Moist Value	PolishedScapes	Surfside	85.1	81.1	81.1	81.1	79.8	81.1	PolishedScapes	Breakwater	75.1	84.1	81.1	73.8	86.8	81.1	PolishedScapes	Sea Glass	77.1	81.1	81.1	74.8	82.1	81.1	PolishedScapes	Summer Breeze	75.1	84.1	81.1	72.7	84.1	81.1	PolishedScapes	Cascade	66.1	84.1	81.1	65.1	87.1	81.1	PolishedScapes	Skipping Rock	55.1	84.1	81.1	54.1	86.1	81.1	PolishedScapes	Silver Reef	62.1	81.1	81.1	61.1	87.1	81.1	PolishedScapes	Coral Reef	75.1	81.1	81.1	73.1	87.1	81.1
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Test Lab:		Atlas Bachman • P.O. Box 1139 • Wilkes, NY 14380 See Performance Report 06_2017																																																																																	
Test Method:		British Standard 8483 Light reflectance value (LRV) of a surface ISO PolishedScapes 15.2006 Colorimetry Grating Munsell ColorChecker 7000a, Serial Number: 2110171099 Densitometer spectrophotometer																																																																																	
Test Procedure Notes:		These measurements were performed on a recently standardized GratingMunsell ColorChecker 7000a spectrophotometer. The instrument requires homogenized calibration. Color, using British Standard 8483 and 9, and absorption, specular component included (SCI) 15.2006 designation (SP1 LRV) is calculated from spectral radiance factor using accepted means defined in CIE Publication 15.2006 and British Standard 8483.																																																																																	

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There are three recommended exposure techniques for PolishedScapes. Regardless of which exposure technique is used, every installation must include **repeated hard troweling** of the pool finish material to compact the finish and bring the cement cream/laitance to the surface so it can be removed from the pool. It is much harder to remove the cement cream after it has hardened because of the Azteca modifier. The applicators can spend more time and energy and diamond pads trying to polish the modified cement than if they did a proper exposure which removes the cream and leaves the glass aggregates exposed to the diamond abrasives.

Depending on the area of the country, applicators will employ one of the following ‘quartz style’ exposure techniques:



Ragging



Brushing



Sponging



Terry Cloth Rag
TCE-67-754



Green Brush
KRA-67-1063



Tile Sponge
QEP-67-9753

All three are effective at exposing the PolishedScapes aggregates when combined with hard troweling and cream removal. Based on feedback from applicators across the country, the ragging method is by far the most popular technique of the three. An acid wash is usually performed the next day before the pool is polished.

Acid Washing

Once the PolishedScapes material has hardened sufficiently, it can then be acid washed. (This takes a minimum of 4 hours. Acid washing the next day is the most common time frame.) The best acid washes are performed by a three-man crew – one dispensing the acid, one agitating the acid with a broom or brush, and one keeping everything wet and rinsing the surface down with a hose. Once the acid wash has been performed, the pool surface should be rough to the touch. If the acid wash is done correctly, the polishing tool is grinding the aggregates down to become flush with the cement matrix. Polishing the pozzolan modified cement will take longer – so if the crew focuses on getting good exposure on the aggregates, the polishing phase is much quicker and it will be easier to achieve a great looking PolishedScapes finish.

Polishing

PolishedScapes is a *polished* pool finish. Immediately following the acid wash, it's time to polish the finish utilizing power tools and diamond abrasives. There are three types of polishing tools used and *we sell them all!*

- Water Driven – Hydro = Pressure Washer
- Air Driven – Pneumatic = Air Compressor
- Gas Powered – Fuel = 2 Stroke Motor



Water Driven



Air Driven



Gas Powered

(Be sure to check out Lenny's article to get more product specific information.)

The Triton tool is driven by a 3,400 PSI pressure washer which allows the tool to deliver 10,000 to 12,000 RPMs. The Triton can easily convert to be used while standing. It is also the only tool that is functional under water which is why many repair companies use it. Pneumatic tools are very popular with contractors who have large tow-behind air compressors. Many of these companies use the air compressor to drive tools used to chip out pools. If using a pneumatic tool, make sure that the pool surface is constantly rinsed with water during the polish. Some tools have the ability to attach a small water feed line to it. String trimmer is the official term for a weed wacker tool. We sell string trimmers (Echo brand: EPE-59-1423) as well as the reserve threaded nut that secures the backer pad to the tool (ADT-67-1000) so that you can attached a diamond abrasive disc. The string trimmer tools are the easiest to set up and put into action which makes them very popular. Like the pneumatic tools, it is necessary to continually rinse the pool surface during polishing with a string trimmer to keep the freshly polished material from sticking to the surface. Each tool has its strengths and weaknesses. Depending on their scope of work, most crews will own a combination of these power tools.

While polishing, the crew will keep in mind the areas of the pool that swimmers come into contact with most often. The steps, swimouts, spa, and shallow end have much greater swimmer interaction than other areas. Many applicators/builders choose to polish the entire pool with a medium grit abrasive (like a 70 grit), then go back and focus on the high contact areas with a 120 or 220 grit abrasive pad to make the pool as smooth as possible. Most crews save their used diamond abrasive pads as they are great for hand polishing the inside and outside radii and other vertical to horizontal transitions where a backing pad on the polishing tool will not fit.

IMPORTANT NOTE! *Never use an electric/plug-in grinder/polisher as the finish must be WET during the polishing and you will be standing in water as you use the tool.*

Continued on next page

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We have two fulltime NPT Pool Finish application trainers – Darrel Hackmann and Dave Trebotich – who travel around the country to train existing and new customers on how to properly install our pool finishes. There is NO CHARGE to the Sales Center for this training. Darrel and Dave are “customer creators”! To schedule a training on any NPT Pool Finish, simply submit a completed **Training Request Form** which can be found on The Shire.

NPT Pool Finish Program and PolishedScapes

As an NPT branded pool finish, PolishedScapes comes with all of the fantastic marketing tools and technical support that you have come to expect with our brand.

The following resources are now available to support your desire to sell PolishedScapes.

- Batch Formula Cards
- Product Specification Sheet
- FREE hands-on training for pool finish applicators
- Plaster Tool Catalog featuring polishing tools and abrasives info
- 10 year standard warranty
- Limited lifetime warranty coverage for NPT Approved Applicators
- 2018 NPT Pool Finish Catalog
- 2 sided sell sheet
- NPTpool.com and NPT Mobile Ap
- 3 inch boxed sample kits
- 7 inch branded display boards
- 6 inch black plastic hand held boards
- 10 x 10, 6 x 6 loose sample pieces
- Batch Cost Worksheets
- Product Knowledge PowerPoint or PDF

STAIN DROP S.R.V. KIT

This little container weighs less than a pound, fits in the palm of your hand, but has the power to save thousands of dollars. The S.R.V. KIT can verify the exact stain removal treatment for nearly every type of stain. www.poolstaindrop.com, Available exclusively at SCP and Superior Sales Centers.



PolishedScapes literature numbers for reference:

- NPT-88-1464 2018 NPT Pool Finish Catalog
- NPT-88-1025 PolishedScapes 2-sided sell sheet
- NPT-88-1449 PolishedScapes Component LIQ batch formula card
- NPT-88-1431 PolishedScapes Component DRY batch formula card
- NPT-88-1430 PolishedScapes Preblend LIQ batch formula card
- NPT-88-1432 PolishedScapes Preblend DRY batch formula card
- NPT-88-1120 PolishedScapes 3 inch boxed sample kit
- NPT-88-0096 PolishedScapes 7 inch new style display board
- NPT-88-1121 PolishedScapes 6 inch old style display board
- NPT-88-1122 PolishedScapes 6 inch loose sample set, 8-Colors
- NPT-88-1123 PolishedScapes 10 inch loose sample set, 8-Colors ♦

CelaPool® (DE) filter powder

CelaPool® is the revolutionary new LOW DUST diatomaceous earth (DE) filter powder for swim pool filtration. It comes in a new thermally sealed bag for cleaner handling and storage. It's easy to use with less mess and less waste.



AquaChek Salt test strips

AquaChek Salt test strips provide the accuracy of titration in a convenient test strip format. AquaChek Salt test strips help to ensure clean, healthy water and efficient operation of your salt generator. Available individually, packaged with Yellow in a Salt Test Kit, and in a 40-count bottle for service professionals.

